

# Exhibit A

# Steelcase

## DEALER APPLICATION

FEB 14 1991

RECEIVED S/C

FEB 15 1991

CREDIT DEPT.

- ☐ New Dealer  
☐ New Branch of Existing Dealer  
☒ Ownership Change  
☐ New Subsidiary  
☐ Update

Date December 10, 1990	Number 1088	Dealer Code T362317	AVR Number
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### DEALERSHIP INFORMATION

Business Name Harbins Inc.		Phone No. 205-264-5371	
Legal Business Name (If Different)		FAX No. 205-265-9126	
Mailing Address Street 300 South Perry Street		P.O. Box # 4803	P.O. Box Zip 36104
City Montgomery	County	State or Province AL	Zip or Postal Code 36104
Chief Executive Michael G. Harbin Jr		Telex No.	
Send Steelcase Bulk Mailings to Attention of: Bonnie Waters		Number of Copies	
Showroom Address		Phone No.	
City Same as Above	County	State Or Province	Zip
Warehouse Address		Phone No.	
City	County	State Or Province	Zip
Branch Address		Phone No.	
City	County	State Or Province	Zip
Branch Address		Phone No.	
City	County	State Or Province	Zip

DO YOU WANT THE BRANCH ADDRESSES LISTED IN THE DEALER DIRECTORY?

☐ Yes ☐ No

SHOULD BULK MAILINGS BE SENT TO THE BRANCH ADDRESSES?  
IF YES, TO WHOM?

☐ Yes ☐ No

### WAREHOUSE RECEIVING

able to receive  
increased shipments

☒ Yes ☐ No

If you have special receiving  
hours, what are the hours:

Preferred shipping  
methods or routing:

24 hour advance notice of delivery

Exhibit A

ORGANIZATIONAL DATA			
COMPANY	<input checked="" type="checkbox"/> Currently in Business <input type="checkbox"/> To be Organized		DATE Current Ownership Originated
TYPE OF ORGANIZATION	<input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Other		
INCORPORATED	State or Province Alabama	Date of Incorporation 1990	Federal I.D.# 63-0512658
CURRENT MAJOR ACCOUNTS			
AIFA		STATE Alabama	
Caddell Construction		Maxwell AFB	
Alabama Power Co.		Gunter AFB	
		AIDT/ Southtrust	
MAJOR OFFICE FURNITURE LINES SOLD			
STEEL		WOOD	
Steelcase		OFS	
Kreyer		ALMA	
Anderson Hick		DAR/RAN	
Market Area Served STATE OF ALABAMA			

We have completed and signed the Steelcase Credit Application under separate cover. Any material misrepresentation, intentional or unintentional, in the information included herein, constitutes grounds for termination of any commitments or agreements that may subsequently result with Steelcase Inc.

Harbins Inc

FOR (Company Name)

Michael Harbins

BY (Signature)

President

(Title)

DATE

1-17-91

**OWNERSHIP**

(Please be sure ownership totals 100%)

Name	Title	Address	% of Ownership	% of Time Devoted to Business	Date of Birth
Michael G. Harbin Jr	President	300 South Perry	75	100	6-61
Michael G. Harbin Sr	Vice President	"	25	100	5-34

**MANAGEMENT STRUCTURE**

Position	Name	% of Ownership	Date Hired	Date of Birth
Chairman	Michael Harbin Jr	75	3-90	6-2-61
President - Vice	Michael Harbin, SR	25	3-90	5-4-34
General Manager				
V.P. Marketing & Sales				
V.P. Operations				
V.P. Finance				
Sales Manager				
Design Manager	Bonnie Waters		9-90	10-64
Controller				
Office Manager	Mary Romine		1-80	1-54
Warehouse Manager	Jim Fulmer		9-79	1-34
Installation Manager	Greg Davis		8-88	2-18-63
Other network	Sandra Cumhelf			9-28-49

**FOR STEELCASE USE ONLY**

Approvals	Dates
Regional Manager <i>[Signature]</i>	1-31-91
Area Vice President <i>[Signature]</i>	2-5-91
Director, Corporate Credit <i>[Signature]</i>	3/19/91
Director, Dealer Profitability <i>[Signature]</i> for Wayne Postma	3/22/91
Vice President, Dealer Relations <i>[Signature]</i>	3/25/91
Senior Vice President, Sales <i>[Signature]</i>	3/29/91
Senior Vice President, Finance <i>A. Reigier-Chapman</i>	3/29/91

**\* Please return to Dealer Development (Dealer Network Planning) after signature.**